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# Publishers' Weekly

THE AMERICAN

## BOOK TRADE JOURNAL

WITH WHICH IS INCORPORATED

**The American Literary Gazette and Publishers' Circular.**

[ESTABLISHED 1852.]

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VOL. LXXXIV., No. 9

NEW YORK, August 30, 1913

WHOLE No. 2168

JUST READY

# BOYS AND GIRLS

The  
Verses  
of

## JAMES W. FOLEY

An exceptionally attractive edition, half-bound in blue cloth, with title stamped in gold, and gilt tops.

Illustrated by REGINALD BIRCH.

\$1.35 net.

Postpaid \$1.48.

Many a man has saved for years among his clippings scraps of Mr. Foley's verses, cut from the lower corner of the editorial page of the *New York Times*, or the back of the *Century Magazine*, treasuring them for their insight into the heart of a child. Not even Eugene Field or James Whitcomb Riley have written verses more tenderly true, amusing and free from affectation than these, some of which appear here for the first time. It is a book which will give deep pleasure to everyone who loves a child.



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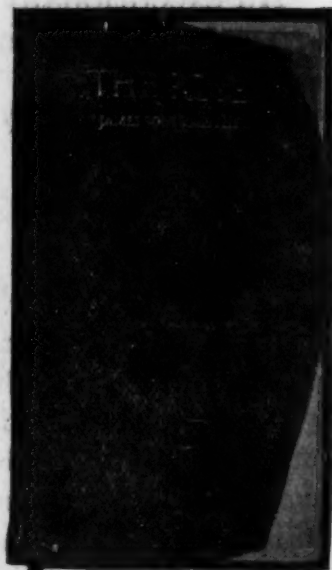
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# RILEY BOOKLETS

AS tokens of regard, consolation or thanks, or as greetings for holidays, birthdays and other special occasions, these little books are ideal, enclosed as they are in special envelopes, or boxes, ready to mail to a friend or relative too far away for one to tender the gift personally.

A SONG OF LONG AGO  
HE AND I  
WHEN MY DREAMS COME TRUE  
THE ROSE  
HER BEAUTIFUL EYES  
AWAY  
DO THEY MISS ME

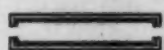
By **JAMES**  
**WHITCOMB**  
**RILEY**



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GOOSE LEATHER  
BOXED \$1.00 Net

**THE BOBBS-MERRILL COMPANY, PUBLISHERS**  
(ALL SHIPMENTS FROM NEW YORK)

## Geraldine Bonner's Clever and Bright Book of Bohemia.



The first glance at Geraldine Bonner's new novel "The Book of Evelyn" indicates that it's a light farce of life in Bohemia over which you are going to laugh until you come to the end. But its character soon changes. The easy tone leads up to strong and dramatic situations, and human hearts and passions are exposed to view. And the naturalness of the transition is proof of the author's art and skill. This is an uncommonly clever book, the depth of which may escape the superficial reader.—*N. Y. World.*



MISS GERALDINE BONNER

The Book of Evelyn is published by The Bobbs-Merrill Company at \$1.25 net.



# FIVE SPLENDID NOVELS

— FOR AUGUST 26th —

## BROADWAY JONES

Novelized from GEO. M. COHAN's great play by EDWARD MARSHALL. The story tells of a young man tired of the small city. A relative dies leaving him a fortune, and he loses no time in reaching Broadway—the wonderful, glittering street of his dreams. There his money goes. He goes "broke," but wins out in the end. A delightfully absorbing story. 12mo. Cloth. Illus. from scenes in the play. Net \$1.25. By mail \$1.37.

## THE COUNT OF LUXEMBOURG

Novelized from the famous play. Grand Duke Rutzinov bribes the Count of Luxembourg to marry Angele Didier, to confer upon her the title of Countess, so that later the Grand Duke can divorce and marry her. The marriage takes place, the Count not seeing her face. Later he falls madly in love with her and breaks his contract with the Grand Duke. The end is happy. 12mo. Cloth. Illustrated from scenes in the play. Net \$1.25. By mail \$1.37.

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By MAX RITTENBERG, author of "The Mind Reader." A story of high finance, involving a colossal struggle for supremacy between two great financial giants, one ruthless, unscrupulous—the dominating bull-dog type; the other, finely balanced, honorable and upright. Entangled in the fight are the honor of a wife; the life and love of a sweetheart and the hope and happiness of a clinging child. 12mo. Cloth. Illustrated. Net \$1.25. By mail \$1.37.

## THE VISION SPLENDID

By W. M. RAINE. A powerful portrayal of an all too familiar political situation, in which a man of big ideas and fine ideals wars against graft and corruption existent in his native town and state. A rebel against social conditions, he fights determinedly for the right. A most satisfactory love affair terminates the story. 12mo. Cloth. Illustrated. Net \$1.25. By mail \$1.37.

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By OLIVER KENT, author of "Her Right Divine." An unusual love story in a western setting. It is written around the attempt of the Consolidated Fuel and Smelting Co. to win out against the trust. A new twist in the love element allows the introduction of some advanced ideas like those of Ellen Key and kindred thinkers, which are skillfully and pleasingly blended into the romance. 12mo. Cloth. Illustrated. Net \$1.25. By mail \$1.37.

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C. W. DILLINGHAM CO., Publishers, New York



# Putman's New Books

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Ready Sept. 5th

By MYRTLE REED

## THREADS OF GREY AND GOLD

12°. Frontispiece in Color. \$1.50 net. By mail, \$1.65

As the title suggests, we have here a group of literary tapestries in which have been harmoniously blended the glittering vibrations of joy that threadlike run through our lives with the crepuscular greys that act as a contrast. The volume is rich with the personality of Myrtle Reed. It is characterized by the combination of humor and sentiment that belongs to all the writings of the gifted author and that has endeared her to a world-wide circle comprising probably not less than two million sympathetic admirers.

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Ready Sept. 12th

## THE QUEST OF THE DREAM

By EDNA KINGSLEY WALLACE

12°. Beautifully Printed in Two Colors. In a Box, \$1.50 net. By mail, \$1.65

It is a volume packed with original ideas, expressed in striking metaphors and arresting phrases; it is full of insight, of emotion, and of clever conceptions. It contains the communions of a girl with her ideal, and not a few experiences with the actual ultimately lifted into the realm of the ideal. There is suspense and heartache and apparently irremediable misunderstanding between the two chief characters of love's drama, but in the end love triumphs over all.

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Ready Sept. 12th

## A LITTLE GREEN WORLD

A Village Comedy

By J. E. BUCKROSE

Author of "Down Our Street," "Love in a Little Town," etc.

12°. Frontispiece in Color. \$1.25 net. By mail, \$1.40

Here, as in all of this author's novels, it is her singular skill in characterization which most delights and surprises us. A delightfully imaginative and humorous story which is entitled to a high place among the notable novels of the year.

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*G. P. Putnam's Sons*

(Just West of 5th Avenue) NEW YORK

LONDON: 24 BEDFORD STREET, STRAND

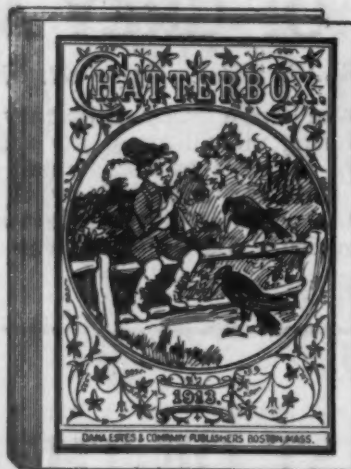
23d St.



**NOW READY**

**DANA ESTES & COMPANY**  
**PUBLISHERS** **BOSTON**

The  
Acknowledged  
King of  
All Juveniles  
Published  
in the  
English Language



The  
New Volume,  
Is Bigger,  
Better and  
Brighter  
Than Ever

## CHATTERBOX FOR 1913

All entirely new throughout, over 400 pages, WITH OVER TWO HUNDRED AND FIFTY FULL-PAGE ILLUSTRATIONS, EIGHT OF WHICH ARE IN COLOR.

4to, Illustrated, Board Covers,	\$1.25
4to, Silk Cloth Gilt, Full Gilt,	\$1.75

An Important Addition to the Captain January Series

## THE LITTLE MASTER

By LAURA E. RICHARDS

Author of "Captain January," "Melody," "Mrs. Tree," etc., etc.

The Little Master is Alan of Morven, son of Baron Morven of Morven. The scene is laid in an ancient Scottish castle in far-off times. The hero and his little sister, knowing nothing of books or other modern pleasures, find much of their entertainment in the old legends and ballads of Scotland, told or sung to them by their mother, and by various friends among the retainers, John the smith, Ona the old nurse, etc.

In the closing chapters, stirring incidents replace tradition, and the children find themselves acting a ballad instead of listening to one.

Thin 12mo, illustrated. 50 cents net



# LADDIE—

*A true blue story*

By Gene Stratton-Porter

*Special Holiday Edition*

Beautifully bound in limp, brown ooze. Decorations in gold and green. Boxed uniformly with other limp bindings of The Delft Leather Series. Order stock early as customers take this edition when cloth book cannot be had.

*Special Discount*

Net \$1.75





By Gene  
Stratton-Porter

Author of  
"Freckles"  
"The Harvester"  
"A Girl of the Limberlost"

# LADDIE

*A true story*

## THE VERDICT: The out



LETTERS from enthusiastic dealers from all over the country have been a real stride forward in book-selling by our advertising campaign for "Laddie." We thought we were prepared for such letters as these:

From FRANK D. STORY  
of H. & W. B. Drew, Jacksonville, Fla.

*"We desire to congratulate you upon your advertising matter of this book and would say that we have every reason to believe it will be a great success. The writer, with his long years of experience, does not recall having ever seen such helpful features in advertising a book as you have for this one. Usually, the advertising has devolved upon the dealer who makes the most favorable effect that can be made with material on hand, in advertising books. The advertising that we have will be a most valuable asset for "Laddie" and we feel sure that the many different features will aid us materially in disposing of the book."*

We are out of stock, but 50,000 books will be in hand by the time we say that all orders are being filled in rotation just as they are received, that is possible to meet the demand. You can help us by looking for *the gift book* for 1913. Nobody has ever been stuck on Stratton-Porter

# LADDIE

## A true story

### Some Records Broken

*First Printing, 150,000*

- ¶ All sold by publication day.
- ¶ 25,000 unfilled orders a week after publication.
- ¶ 50,000 on press. ¶ Third edition in preparation.

The helpful selling campaign worked  
out book in many years.—THE TRADE.

all parts of the country convince us that we have made  
our carefully worked out window displays and adver-  
tising pretty well of it ourselves, but we were hardly

From JOHN J. WOOD  
of The Burrows Bros. Co., Cleveland, Ohio

"We are sending to you with this a photograph of the "Laddie" window. I wish that this photograph would tell the story as we see it, but with so much blue in the window we could not obtain the results by photography.

The window has a buff background and the centerpiece is a facsimile of the cover of the book "Laddie," being 7 feet high; and draped across the back and down the sides is blue silk just a trifle shade darker than the cover of the book.

In front of the book we have a miniature lake with a crane in it. On both sides of the large book we had cut out two trees about 46 inches in height. These were also blue and the birds as you see them, altogether making a most attractive window, so much so that one of our newspapers spoke of it.

Sent you an order for "Laddie" last night which I trust will have your immediate attention, as we only have 22 in stock."

by September 12th. To prevent any misunderstanding we wish to  
recede. Nine presses are going day and night and we are doing all  
looking ahead and anticipating your holiday sale. "Laddie" is going to  
Stratton-Porter books but the public—and it doesn't mind.

GEORGE COMPANY, Publishers - New York



Now is the time to push  
“The Harvester”

Gene Stratton-Porter's last great novel, which for 13 months was in the list of Six Best Sellers. “The Harvester” will have a big sale this fall. Orders for the Holiday trade are coming in, and we are putting to press 25,000 to meet the demand. Let us know at once how many you will need so that early shipments may be made.

*Announcement*

¶ A very beautiful window display, unique and effective, is being prepared for

**GOLD,** By Stewart Edward White

The book lends itself to striking treatment. Full description and materials will be supplied as in the case of the “Laddie” window.





Published September 6th



# Otherwise Phyllis

By Meredith Nicholson

Those who have read this new novel pronounce it Mr. Nicholson's best from every point of view—as a novel, in plot interest, in character drawing, and in literary execution.

Phyllis is an American girl with a tan that never comes off, with pluck that never deserts her, with a ready wit that never leaves her, and with an all-round charm which establishes her as the year's most delightful heroine.

*With a frontispiece by Charles Dana Gibson*

\$1.35 net. Postage 14 cents

HOUGHTON MIFFLIN COMPANY, Publishers

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# Fall Announcements of All Publishers . . .

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PUBLISHERS of forthcoming books to be issued during the Fall season of 1913 are reminded that the *Fall Announcement Number* of THE PUBLISHERS' WEEKLY, to be issued under date of September 27th, is in many respects *one of the most important issues of the year*. Booksellers, generally, find it invaluable in making up their holiday orders and for descriptive selections for their own catalogues and circulars. Librarians also use it extensively in making up their purchase lists for the new season. Note then:

1

That the **dictionary reference list** of new books in that issue will be made up **as complete as possible** from material procurable between now and September 8th. It is therefore *very important* for all publishers to send to our editorial department at the earliest possible moment complete lists of their *fall announcements*, giving as much data as practicable.

2

That the number is **especially valuable for advertising**, since an advertisement supplements the reference list and keeps the advertiser's descriptive announcements immediately before the buyer during the period he is planning for the new season.

The bookseller, naturally, expects to find the leading books featured in the advertising pages, and his judgment is largely influenced by the publisher's confidence in his leaders as shown by his advertisement. The publisher cannot expect the dealer to *stock up* on books that are apparently not of sufficient importance to be advertised.

Advertising rates same as for regular issues.

**"Copy" should be mailed at once**

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Office of THE PUBLISHERS' WEEKLY

141 EAST 25TH STREET

NEW YORK

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# THE NEW OZ BOOK

Just Published

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## The Patchwork Girl of Oz

By L. FRANK BAUM

**C**ARRIES with it all the interest of the other Oz stories, most of the old characters children insist on meeting again, all the mystery and charm of the Fairyland of Oz and a new character—new in every sense—the lively, fascinating, gay-colored Patchwork Girl. There is Ojo, too, and his Unc Nunkie, to be hailed with delight by the children.

### *The Fertile Imagination of the Author*

has created a new Oz tale that will more than come up to the expectations of the thousands of children who have been demanding a new Oz Book. A strong plot and many new and surprising situations and people and countries; much laughter and many rhymes—and the youngsters will not be disappointed.

The illustrations by *John R. Neill* are in thorough harmony with the text and are the best this splendid artist has ever done. This is the most gorgeous of Baum books, as 15 full-page and four double-page pictures, besides 28 chapter headings (the full length of the page), are printed in multicolor, while there are also 30 full-page and 43 half-page illustrations in black-and-white.

*Uniform in size and style with the other Oz Books. Bound in extra cloth, with cover in three stampings. Jacket in four colors. 348 pages. \$1.25*

A sure-fire seller. Mr. Baum's audience is constantly growing. Be prepared to supply the demand. For sale by all jobbers, or

**The REILLY & BRITTON CO.**  
PUBLISHERS CHICAGO



A new novel of delight  
by L. M. Montgomery, the author of  
**"ANNE OF GREEN GABLES,"** etc.  
will be published on September 6th.

Miss Montgomery's new book is called

# The Golden Road

in which 'tis proven

"That life was a rose-lipped comrade  
With purple flowers dropping from her fingers."

First large edition now ready

**SEND YOUR ORDER IN AT ONCE FOR**

L. M. Montgomery's

## The Golden Road, net, \$1.25

In order that you may be able to meet the demand on publication date.

Other September publications of note now ready

Henry C. Shelley's

### ROYAL CASTLES OF ENGLAND

An account of those ancient fortresses which were either the homes of English Sovereigns or were intimately associated with the romances or tragedies of their lives; and of their immediate surroundings, which are so closely connected with the stories of the buildings themselves. Profusely illustrated, boxed, net \$3.00.

By the author of "The Art of the Wallace Collection," etc.



Francis Raleigh's

### RALPH SOMERBY AT PANAMA

The first volume in a Panama Series for boys, which gives a graphic account of the famous raid of Morgan's men on Panama near the close of the seventeenth century. With many spirited illustrations by Charles Livingston Bull and H. C. Edwards. Decorative jacket. \$1.50.

N. B. — **Pollyanna, the Glad Book** is gaining in popularity every day.

Watch your stock!

Published  
by

**L. C. Page & Company**

53 Beacon St.  
BOSTON

# The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

August 30, 1913

The Editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible in advance of publication.

For subscription and advertising rates see first page of Classified Advertising.

*"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."*—BACON.

## WHAT MAKES AN "EDITION?"

THE PUBLISHERS' WEEKLY, in its monthly and annual statistical "Record of New Publications," attempts to differentiate between "new books" and "new editions." In the present whimsical interpretation of these terms by various publishers the line of demarcation is, however, extremely difficult to define; and in slightly variant aspects the question of the definition of "edition" has come up within the last three months in several literary journals.

We have heard of cases where a book has been advertised as in its third "edition" when only thirty copies had been sold altogether. Other publishers, with more scrupulous standards of honesty—or shall we say trade ethics?—do not say anything about new editions, though the output of a given title may be up in the hundreds of thousands. The English Publishers' Association agreed some time ago to define the word "edition" as the reproduction of a book "with alterations and changes," using the word "impression" or "printing" as the term for reproductions of a book without alteration. These reasonable definitions have been adhered to by the better class of publishers in this country as well as in England. With many publishing houses, however, they seem to have had little weight. Moreover, the above definitions, though correct so far as they go, in actual practice are too inadequately detailed to make adherence to them easy.

For instance—to take a problem confronting this office constantly—at what point should a "new edition" become a "new book" for statistical purposes? A "holiday edition"

of "The Blue Bird," reprinted from the identical plates by the book's original publishers, but illustrated with photographs from the stage production, is clearly a "new edition," not a "new book." An *Ariel* "Hamlet" is clearly a "new edition" of that classic. But surely the new *Variorum* "Julius Caesar" is for all practical purposes a new book, a book which it would be misleading to count simply a new edition. Should a version of Tennyson's "Princess," made from new plates by a house which has never before issued it and elaborately illustrated in color, be technically only a "new edition" of that poem?

Or, to take another line of difficulty: the first translation of a foreign book in English is to be counted as a "new book," of course, and later editions of that book are new editions. But how shall we classify a new competing translation of the same original? How shall we classify the original work if—as often happens—that should be reprinted in this country in the original language? It seems difficult to count it statistically as a "new book"; but equally incongruous to call it a "new edition" of a translation of itself!

Such questions as these are, however, problems of this office, with which the trade at large is concerned only as they indicate the difficulty of exact definition in a field so complex as publishing. The definition of "edition" as used in the trade is, however, a not unimportant question. American practice is, it appears to us, showing a tendency to eliminate the term "impression," as being really as ambiguous as "edition," and to substitute a statement of sales in terms of thousands: "Eighth thousand," "Sixtieth thousand," and the like. This, as being more exact, would seem to the PUBLISHERS' WEEKLY preferable to the more indefinite term "impression." It would be quite legitimate to use in this case the total for all editions, as showing the gross success of a given book in double fashion. Thus, for a book that has sold 20,000 in the first edition, 25,000 in the second edition, and 3,000 in the third edition: "Third edition. Forty-eighth thousand," is more convincing and indeed more accurate than: "Third edition, Third thousand."

A slight typographical correction should not be considered sufficient ground for calling the new printing a new "edition." On the other hand, although there may have been no change whatsoever in text, a substantial change in the binding, or even an *important*



change in the finish, weight or quality of the paper employed, especially if accompanied by a change of price, may reasonably warrant the term "new edition." So a change in price of itself, if significant, even if no change is made in the book, would also, it seems to us, warrant the use of the "new edition" phrase.

WE would urge advertisers using space in the Fall Announcement Number of the PUBLISHERS' WEEKLY, who have not yet submitted copy, to do so at once. This number carries by far the heaviest advertising of the year, and it is impossible to guarantee the submission of proofs for correction on copy received later than September 5th.

#### STOPPING STORE LEAKS.\*

##### BAD BUYING.

THE average retailer is a poor buyer. Ninety per cent. of all retail stores overbuy. The biggest store leak is in the failure of the retailer to turn his capital often.

He should keep accurate records, through the use of duplicate sales slips, or other means, of all sales. Then he will not be likely to duplicate the mistake, even if he doesn't prevent it the first time.

A jobber's discount of 50 per cent. from list price is a loss if the goods will not sell. The retailer must not buy for the extra discount, but for the profit.

##### INCOMPETENT HELP.

Every employee in the retail store should be put on a merit basis. The clerk who isn't able to sell goods at a profit is incompetent and unprofitable to the store. Keeping him is like letting the faucet remain open in the vinegar barrel—only it is profit and not vinegar which is leaking.

##### LOSS OF GOODS FROM STOCK.

A big New York store, doing a business of \$10,000,000 a year, estimates that 2 per cent. of its sales, or \$200,000, is stolen from the store every year. If this same proportion of goods is stolen from the average retail store, then the store doing a business of \$50,000 a year would lose \$1,000 through theft of goods from stock.

##### FAILURE TO CHARGE GOODS SOLD ON CREDIT.

When a sale is made on credit and no record is made of it, the retailer stands to lose the profit he should make on the sale; the time which has been invested in the buying; the time invested in the selling of the goods; the cost of the labor of handling the goods; the cost of keeping them on the shelves, and several other losses, including the big loss which the carelessness will cause in other work.

[\* Edited from a chapter from "A Better Day's Profits." Copyrighted, 1912, by the Burroughs Adding Machine Co.]

##### WASTEFUL BOOKKEEPING.

It costs more money sometimes to keep incomplete records in an unsystematic way, than it would cost to keep complete records in the right way.

The bookkeeping system should be up to date. It should be carefully worked out by experts. It should be especially designed for the store. It should give the exact information needed, as economically as possible.

##### ERRORS IN ADDING FIGURES.

The amount of money lost in the average store every year through mistakes in figures is enormous.

A customer gets his bill. It is a little less than he expected, but he thinks possibly he made a mistake. He pays on your figures.

If it happens to be a little more than he expected he asks you about it, and you spend some valuable time finding the error and correcting it.

If you make a mistake in your figures you are sure to lose, whether it is against you or against the other fellow.

##### FIGURING PROFITS WRONG.

A recent investigation conducted by the Burroughs Adding Machine Company showed that fully 75 per cent. of all retailers figure profits on a basis which gives them 3 per cent. to 8 per cent. less than they think they are getting, often figuring themselves out of any profit.

This is the vital end of a business. What is the use of selling goods, if profit, the whole purpose of selling, is lost in bad methods of figuring prices.

##### FAILURE TO CHARGE ALL EXPENSES.

All expenses are going to come out of the gross profits whether they are put down as a part of the cost of doing business or not.

If a man pays out \$100 a month for rent, he will not find it to his credit in the bank at the end of the year, even if he doesn't charge it into the expense of doing business.

The same applies to every kind of expense in the business. Every one of the leaks mentioned in this chapter is an expense, whether you charge it as such or not.

It is better to err on the side of too liberal charging of expenses and find an unaccounted-for balance in the bank, than to find a puzzling deficit caused by not charging all your expenses. The deficit may disable you just when failure to pay a big bill means bankruptcy.

##### WASTEFUL ADVERTISING.

One bookseller used space two columns, ten inches deep, in his weekly paper to run a poorly worded and poorly arranged announcement. It cost him \$200 a year and produced almost nothing.

A competitor used half as much space and changed his advertisement every week, using strong selling arguments. He doubled [his business in two years.

Advertising, properly directed, is one of the most productive expenditures of the modern retail store, but misdirected advertising can be very wasteful, or even harmful.



**FAILURE TO DISCOUNT BILLS.**

If a retailer turns his capital every month and discounts all his bills at 2 per cent., the clean profit from this source alone amounts in a year to a sum greater than his capital—12 times 2 per cent. is 24 per cent. If he doesn't take the discount, he loses it, of course. The same is true even if stock is turned but two or three times a year—though in less degree.

**WRONG DELIVERIES.**

It costs from five to ten cents to deliver every order sold. If from ten to fifty mistakes are made every day in deliveries, a leak of from \$200 to \$1,000 a year will result. The loss in customers may increase this sum enormously.

**PRESENTS, DONATIONS, ETC.**

Possibly some of this is necessary. Some retailers make it a matter of considerable expense. It is a leak which should be carefully watched.

If a retailer gives away an amount equal to only 1 per cent. of his gross sales in that way, he stands to lose \$500 a year on every \$50,000 a year of gross business.

**WASTED TIME.**

A bookseller hired a man capable of selling \$200 worth of goods a week. Bad management wasted half his time and he only sold \$100 worth a week. The bookseller lost the profits on a gross annual business of \$5,200—\$100 a week.

When you hire a clerk you simply buy a certain amount of his time, to be used as you direct. If you direct wrong, or he wastes part of his time, you lose.

Time can be wasted in a thousand ways. Most of these are under the control of the employer.

Most of the waste of time is caused by bad methods controlled by the owner of the store.

**THE REDUCED-PRICE LEAK.**

When books are marked to sell at \$1.35 and it is necessary for any reason to cut off 10 per cent., the reduction from the marked price represents a loss.

If the cut is necessary to make the goods sell, it is a loss due to bad buying. It also produces another loss by giving customers the impression that the original price allowed an enormous profit.

**EXTRAVAGANCE IN LIGHTING.**

One bookseller cut the cost of his lighting in half and at least doubled the efficiency of his lighting system by studying the arrangement of his lights. The proper lighting system puts just the right amount of light where it is needed.

**ARRANGEMENT OF STORE.**

In a certain bookstore each clerk had to walk all over the store to wait on customers. A re-arrangement of the store stopped this and cut out about two hours wasted efforts for each clerk each day—about \$600 worth of time in a year, considering the several clerks. This time, which cost money, was profitably used.

**ARRANGEMENT OF GOODS.**

A stationer was making a big display of scratch pads for school children the day before school opened. When he came in from lunch he stopped to look in the window, and noticed the absence of pencils. Immediately he went in and had a pencil placed alongside of each pad.

This suggested the connection between other goods. On investigation he found that scores of items were not in their proper place in the store. He had them placed where the customer who bought one item would see many others that he might need in the same line. This saved much walking for the clerks and helped each kind of goods to sell others.

**EXTRAVAGANT USE OF SUPPLIES.**

The sales books, report blanks, office stationery, blank books and pens, ink, pencils, etc., used in your own business cost a neat little sum in a year. A big saving can be effected by proper care, and a leak is pretty apt to follow lax methods. The leak grows large especially easy because the goods are taken from your own stock.

**CARELESS PACKING OF GOODS.**

Goods which have to be delivered to customers require care in packing. Much merchandise is damaged or entirely spoiled by poor packing. Some money is wasted in the course of a year through the use of more wrapping than is necessary and through the waste of time in packing—time which is paid for with good money and which, if saved, could be used for other work.

**CLERKS' MISTAKES.**

Clerks, working at small salaries, are usually careless, inefficient and thoughtless. They make enough mistakes any time, but when tired they make more.

Unless they work under the direction of a system which makes their work pretty near mechanical, and a close check is kept on their mistakes, they will likely do as much harm as good.

**DISSATISFIED CUSTOMERS.**

A regular customer is worth from \$10 to \$50 a year to the average bookstore. Some customers are worth a great deal more, some a great deal less.

It is very easy to drive customers away. Often it is hard to get them. It is easy to lose a big amount of money through the careless handling of customers.

**BAD ACCOUNTS.**

To be sure of collections, the merchant must have accurate and complete records. The slow-pay customer may not remind you if you forget his bill.

If he asks you for a statement some day, when he has the money, and you can't give him the exact figures at once, then it's your loss if he spends the money for a vacation trip.

**LEAKS IN YOUR BUSINESS.**

The leaks suggested here apply to your business. Some of them may cause you only a little loss. Some may be swallowing about all your profits.

A retailer, who is not now in business (we'll call him Smith) fooled himself, for a time, into thinking that he wasn't losing anything through leaks in his store. He refused to see the leaks.

"I watch things pretty close," he said, "and I know just what it costs me to run my business. Jones, down the street, is a crank on digging out expenses to charge up against his business. Not for me!"

Jones has the exclusive business for his section now, and is a very prosperous retailer. The sheriff closed Smith's business over a year ago.

Remember this: All leaks and other expenses in your business have to be paid at their full face value, whether you see them or not.

If the sheriff gets your business, don't let it be said that he got you because you guessed at your expenses.

#### CHANGE IN TWO WELL-KNOWN PITTSBURGH AND BALTIMORE STORES

ARTICLES of incorporation have been filed for the Norman-Remington Co., composed of W. W. Norman, president, and Stanley G. Remington, vice-president, and they have taken over the management of Eichelberger Book Company, of Baltimore, and J. R. Weldin & Co. of Pittsburgh. The Eichelberger store will be known hereafter as the Norman-Remington Co., but the Weldin store will retain its old and well-known name. Mr. Norman will make his headquarters in Pittsburgh, while Mr. Remington will remain in Baltimore.

#### GERMANY OBJECTS TO TARIFF ON BOOKS.

Now that a majority of the objections brought forward by Germany against certain proposals in the new tariff bill have been removed, a strong agitation has been started against the proposed tariff (15 per cent.) on German in common with other foreign books.

At a meeting of the Association of German Publishers and Book Dealers held at Leipzig on August 27th, a resolution was adopted asking the Government to make a protest to Washington against the proposed tariff. The German press generally displays barely suppressed bitterness. Discussing the tariff, it sees only another deliberate attempt to flout German culture and suppress the language in the United States.

#### OBITUARY NOTES. BERNARD QUARITCH.

BERNARD QUARITCH, the well known dealer in rare books, died at Brighton, England, on August 27th, in his forty-third year, his death being indirectly due to the effects of an illness contracted during a visit to the United States in 1911. The house of Quaritch was founded half a century ago by Bernard Quaritch, the elder, a German, who became a naturalized Englishman and made his book business one of the most celebrated establishments of its kind in the world.

At his father's death in 1899, young Quaritch, who had not previously manifested much interest in the business took up the work with great enthusiasm. In a short time he had proved that he was, if anything, a shrewder book man than his father. He moved the business from Piccadilly to larger quarters in Grafton Street, and soon showed himself quite able to retain and even increase the prestige of the family name. Bernard Quaritch, the younger, was well known in New York. He attended in person the sales of the first two parts of the Hoe library, and sent representatives to most of the important auctions here. He was known as a hard man to bid against, and was universally respected and liked by his American rivals.

The exterior of Quaritch's Grafton Street shop gives as little indication as did that of the old store on Piccadilly of the treasures that are to be found within. The front is of a dinginess that is evidently studied; the Quaritches had apparently no desire to attract the casual collector, even the casual collector with money.

The great business behind that dingy front grew up with and is a result of the enormous appreciation in the value of precious manuscripts and printed books that has taken place in the last fifty years. And, to a large extent, the Quaritches aided in this appreciation. Nothing is more remarkable in the splendid series of catalogues that they published—a complete set is by now a bibliographical rarity greatly desired—than the time during which volumes worth thousands of pounds apiece remained in their possession. They put their price on an illuminated manuscript or an incunabulum, and if they did not immediately obtain it, or something like it, they waited until a collector ready to pay the required sum appeared. It is estimated that Quaritch's London shop contains more than two hundred tons of rare editions.

Although since the elder Quaritch, the "Napoleon of bookselling," died fourteen years ago, the younger Quaritch has retained his mastery of the book market in London, in the last few years new conditions have arisen in the trade—conditions with which he was not so well fitted to deal. The great collectors are no longer Englishmen, but Americans, and in New York city there are now dealers whose operations are becoming as extensive as those of the famous London house. Mr. Quaritch did not attempt to conceal his chagrin at his failure to obtain at the Hoe sale some of the treasures that he came across the Atlantic to buy. He bid up the vellum copy of the Gutenberg Bible which H. E. Huntington purchased for \$50,000 and which had been sold by the elder Quaritch to Mr. Hoe for less than half that sum, and he lost a number of other books that he desired. Nevertheless, he obtained a number of fine volumes, among them being the paper copy of the Gutenberg Bible, for which he gave \$27,500; "Horloge de Sapience," by Henricus de Berg, printed at Paris in 1493, for which he paid \$13,500; "The Imitation of Christ," by Thomas à Kempis, printed in Paris in 1690, \$5,750 "Theophrastus," a copy



from the library of Henri II. and Diane de Poitiers, \$4,700; "Recueil Général des Caquets de l'Accouchée," first edition, printed in 1623, \$3,700, and "De Bello Persico," by Procopius, printed in Rome in 1509, \$3,200.

Quaritch figured prominently in the sale of the famous Huth library, paying \$28,000 for Blake's illustrations of the Book of Job. At the Van Antwerp sale he paid \$60,000 of the total of \$81,755. He also acquired for \$19,000 and \$20,000 the two Mazarin Bibles.

Mr. Quaritch was not only a dealer, but, as his father was before him, a publisher, and some famous books have been issued by the house. It was the elder Quaritch who published FitzGerald's translation of the "Rubaiyat of Omar Khayyam." The Quaritches were also the purchasing agents of the British Museum and the Society of Antiquaries.

#### LITERARY AND TRADE NOTES.

AN attractive, new fifty cent series of "Riley Booklets," is just on the market from the Bobbs-Merrill Company.

AN edition of the verses of James W. Foley, entitled "Boys and Girls," has just been published by E. P. Dutton & Co.

"THEODORE ROOSEVELT, AN AUTOBIOGRAPHY," is the significant title of a book which will be issued by the Macmillan Co. on November 19th.

HOUGHTON MIFFLIN & Co. announce Meredith Nicholson's new novel, "Otherwise Phyllis," for issue September 6th. It is illustrated by Charles Dana Gibson.

THE Open Court Publishing Company has opened a London office at 149 Strand, London, W. C., England, under the management of Philip E. B. Jourdain, Cambridge University.

THE new country home of Jack London, at Glen Ellen, Calif., was partly destroyed by fire late August 23d. Only the stone walls remain. London was to move in next week.

THE extended biography of Goldoni, upon which Mr. H. C. Chatfield-Taylor has long been engaged, will be published in September by Duffield & Co.

THE account of the Scott expedition to the South Pole will be published in this country by Dodd, Mead & Co. It will comprise two large and profusely illustrated volumes.

MRS. OWEN WISTAR, wife of the novelist, died August 24th, at Saunderstown, R. I. following the birth of a child. Five children, all under 15 years of age, are left motherless.

"THE IRON TRAIL," Rex Beach's new novel, published by Harpers, is meeting with wide spread approval by those who enjoy a vigorous tale of love in the venturesome Northwest.

THE INTERNATIONAL COPYRIGHT BUREAU, representing a long list of European magazines, is calling attention to the desirability of consulting the bureau before making use of material in the publications it represents.

Two sparkling new juveniles from Dana Estes & Co. are "Chatterbox for 1913," with more than two hundred and fifty illustrations;

and "The Little Master," a tale of ancient Scottish times, by Laura E. Richards.

G. P. PUTNAM'S SONS announce for September 12th, "The Quest of the Dream," by Edna Kingsley Wallace; and "A Little Green World," by J. E. Buckrose, author of "Down Our Street," "Love in a Little Town," etc.

"THE PANAMA GATEWAY" (Scribner's), by Joseph Bucklin Bishop, Secretary of the Isthmian Canal Commission, is a thorough, comprehensive, excellently illustrated account of the canal zone from the time of Columbus to date.

By an unfortunate error "Pansy's" newest book, "Four Mothers at Chautauqua," published by Lothrop, Lee & Shepard Co., was classified in the September *Book Review* issue of the PUBLISHERS' WEEKLY as a juvenile. It is a novel for adults.

ON September 2d, L. C. Page & Co. will issue a new novel, "The Golden Road," by L. M. Montgomery, the author of "Anne of Green Gables." Other September Page publications are H. C. Shelley's "Royal Castles of England," and Francis Raleigh's "Ralph Somerby at Panama."

AMELIA RIVES, the author, now the Princess Troubetskoy, began action this week in the Supreme Court of New York to collect \$3,000 damages from Charles P. DuVergey, of Cox-sackie, N. Y., for injuries alleged to have been received from Mr. DuVergey's automobile on October 29, 1912, while horseback riding in a road from Cobham to Charlottesville, Va.

THIS week C. W. Dillingham Co. issued five new novels, offering a wide variety: "Broadway Jones," novelized from George M. Cohan's play, by Edward Marshall; "The Count of Luxembourg," novelized from the musical comedy of that title; "Swirling Waters," a story of high finance, by Max Rittenberg; "The Vision Splendid," a political novel, by W. M. Raine; and Oliver Kent's industrial and love tale, "Her Heart's Gift."

DOUBLEDAY, PAGE & Co. announce a special holiday edition of the new Gene Stratton-Porter story, "Laddie." It is bound in limp brown ooze with decorations in green and gold, and sells for \$1.75 net. "Laddie" itself is still forging ahead as the careful advertising campaign made for it bears fruit. Carefully thought out window displays, arranged for dealers asking for them, have also done their share.

THE new Hichens' novel, "The Way of Ambition" will be issued September 5th, by Frederick A. Stokes Company. The publishers feel that this novel exhibits Hichens in his friendliest manner. His characters are likeable, and, as the only "problem" the story contains is the everyday problem of ambition, the book may be given to anyone without hesitation. The publishers are expecting to see it used as a holiday gift book. The plot touches upon a great operatic war in New York.

ONE of the most ingenious toy books ever offered the trade is being gotten out by the Bungalow Book and Toy Co., of New York.



Outwardly, folded, it is a thin book; unfolded it is a two-story doll house for children, gay in vine-clad crimson brick and green shingled roof and complete with specially designed furniture and with grassy, hedge-enclosed lawn outside. It is not a cheap, gaudy-colored toy. It is not only a practical house to play in, but it has taste in color and design that gives it the charm of a dainty little country cottage, and is at once clean and durable. The first two of the Bungalow Books are now ready. One is a living room unit, the other a kitchen unit—both having a bedroom above. These units are uniform and can be joined together. The doors and windows swing open and access can be had from one unit to the other. The books retail for a dollar.

EUGENE BERRY WATT, a young man who has served time in the federal prison at Atlanta, and who for the last two years has been operating as the National Authors' Institute, with offices in the Gaiety Theatre Building, No. 1547 Broadway, New York City, was arraigned Wednesday afternoon before Judge Holt in the United States District Court on an indictment charging violation of the postal laws. The postal authorities allege that the National Authors' Institute obtained about \$20,000 through duping hundreds of would-be short story writers and moving picture playwrights. They say he charged tuition fees ranging from \$2 to \$50, and that he advertised extensively in college papers and cheap magazines promising to secure paying positions for graduates. In these advertisements he also stated that he would impart to his pupils the secrets of the art of short story writing. The indictment charges all of Watt's extravagant statements were made with intent to defraud. In 1908 Watt was arrested here for a similar offence, and being convicted was sentenced to a two-year term at Atlanta. Because of his youth and on his promise to reform he was released on parole. Soon after returning to the city he opened the National Authors' Institute.

F. G. BROWNE & Co., Chicago, have incorporated under the name, Browne & Howell Company, with a capital stock of \$60,000. F. G. Browne will be president and treasurer of the company, and Frank L. Howell, vice-president and secretary, these two being the owners of the business. The first book of this firm was issued in January of this year, and the fall announcement of Browne & Howell Company embraces seventy titles. Very few new publishing ventures have started so actively or grown so rapidly as this concern, and its success is a matter of congratulation. The fall list is well balanced. Heading it are an important anonymous novel, "The City of Purple Dreams," in which anarchism and stock speculation furnish the hero with variant motives, and "Auburn and Freckles," the lively adventures of a small, red-headed lad, written by Marie L. Marsh and illustrated by Briggs, the well-known cartoonist of the Chicago *Tribune*. Josephine Daskam Bacon has a little Christmas story, "The Luck O' Lady Joan: A Fairy

Tale for Women," woven around the adoption of "Joan" by an old miser, Dudleigh Hartover. Robert Carlton Brown offers a detective story, "The Remarkable Adventures of Christopher Poe," whose exploits are said to rival those of Holmes himself in cleverness and interest. In September the Browne & Howell Company will publish what promises to be one of the year's novelties, the *Bow Series*, four volumes of verse by Berton Braley, whose name is familiar to every magazine reader: "Love Lyrics of a Shop Girl," "Love Lyrics of a Chauffeur," "Love Sonnets of a Manicure," and "Sonnets of a Suffragette." In non-fiction the Browne & Howell list includes, "Picture Tales From Welsh Hills," by Bertha Thomas, stories and studies illustrative of life and character in the hill-districts and rural valleys of South Wales. "The Life of Preston B. Plumb," late U. S. Senator from Kansas, by William E. Connelley, and "What a Salesman Should Know," by Henry C. Taylor; and in the juvenile field the first volumes in "The Woods and Waters Series," by Clarence Hawkes, "The Boy Wood-Crafters" and "Field and Forest Friends."

#### VISITING BUYERS—NEW YORK CITY.

FOR THE WEEK ENDING AUGUST 27, 1913.

- G. W. Schwager, representing W. L. Milner & Co., Toledo, Ohio.
- S. Nusbaum, of I. Nusbaum & Son, Clarksburg, W. Va.
- Mrs. Kinney and Mrs. Sheehan, representing Jonas Long's Sons, Scranton, Pa.
- C. A. Jossa, of Stockton, Calif.
- Miss Mock, of the Art & Novelty Shop, Thomasville, Ga.
- Representatives of Rosenberg Bros., of Albany, Ga., and Troy, Ala.
- Mr. Shafer, of Shafer & Reber, Boonville, N. Y.
- Mr. and Mrs. J. M. Dickson, of the Dickson-Sadler Co., Clarksville, Tenn.
- Miss Josephine Neely, representing Bullock's, Los Angeles, Calif.
- Miss Hunter, representing the O'Neill Co., Baltimore, Md.
- F. J. Boroff, of Van Wert, Ohio.
- R. H. Wootten, of Milledgeville, Ga.
- Jos. Hamill, of Port Chester, N. Y.
- Miss Henry, representing A. Herz, Terre Haute, Ind.
- W. T. Townsend, representing Smith Bros., Ridgway, Pa.
- S. C. Musial, representing the Hawley D. G. Co., Bay City, Mich.
- Otto Rott, representing The Wicks Co., Bloomington, Ind.
- Bert E. Messner, of Athens, Pa.
- Charles A. Cock, representing the Howard & Barber Co., Derby, Conn.
- J. D. Hesselgrave, representing Harrison & Dalley, Nyack, N. Y.
- N. Dreyfus, representing The S. A. Goldsmith Co., New London, Conn.
- Miss Belle C. Morris, representing The Palais Royal, Washington, D. C.
- Louis Bennett, of Bennett Bros., Brunswick, Ga.

## Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tl. (32mo: 12½ cm.); Fe. (48mo: 10 cm.); Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

**Adams, J. W.; and Lungvitz, Anton.** A text book of horseshoeing for horseshoers and veterinarians. 11th ed. Phil., Lippincott. c. 216 p. il. 8°, \$2 n.

**American School of Correspondence, Chicago.** Steam engines; a thorough and practical presentation of modern steam engine practice, by Llewellyn V. Ludy. Chic., Am. Sch. of Corr. c. 4-152+6 p. il. pl. diagrs. 8°, \$1.

**Anderson, Bp. C: Palmerston.** Letters to laymen. Milwaukee, Wis., Young Churchman. c. 120 p. D. 75 c. n.  
Letters to wardens, vestrymen, choir masters, etc., by the Bishop of Chicago.

**Barnes, Wa.** English in the country school. Chic., Row, Peterson & Co. c. 286 p. (bibs.) 12°, \$1.25.

**Barus, Carl.** The diffusion of gases through liquids and allied experiments. Wash., D. C., Carnegie Inst. 88 p. figs. O. (Pubs.) pap., \$1.

**Beach, Rex Ellingwood.** The iron trail; an Alaskan romance. N. Y., Harper, c. 390 p. pls. D. \$1.35 n.

Shipwrecked, while on his way to Alaska to perfect his title to certain coal fields, Murray O'Neil saves the life of Natalie Gerard. Finding that her money is invested in coal lands adjoining his she and her mother also push on to the north.

Then begins a race against time, a fight against a scoundrel, and incidentally two very interesting love stories.

By the author of *The Spoilers*, *The Net*, *The Silver Horde*, etc.

**Beresford, J: Davys.** A world of women. N. Y., Macaulay Co. c. 306 p. D. \$1.35 n.

A plague kills off men, until Europe is practically a women's world. The process of man's elimination is dramatic, and there is much food for thought in the problems which arise when all the males are killed and woman finds herself mistress of life and its government.

All class and sex distinctions are abolished; women work like men; mothers are the most precious thing in the state; and people no longer worship wealth, position and power, but lead healthy, useful lives. The book is a satire on the lives women lead nowadays and the appalling vanity of modern civilization.

**Bible.** The Westminster version of the sacred scriptures; ed. by Rev. Cuthbert Lattey and Rev. Jos. Keating. The New Testament. v. 3. St. Paul's Epistles to the churches; pt. 2. The epistles to the Thessalonians; by Rev. Cuthbert Lattey. N. Y., Lomgmans. c. 21 p. O. bds., 40 c. n., pap., 20 c. n.

**Bishop, Jos. Bucklin.** The Panama gateway. N. Y., Scribner. c. 16+459 p. pls. fold map. O. \$2.50 n.

The secretary of the Isthmian Canal Commission traces the history of Panama from its discovery by Columbus in 1502. He discusses the French effort and failure, the American purchase and control, the period of construction and the complete canal.

**Bonner, Geraldine ["Hard Pan," pseud.]**

The book of Evelyn; with il. by Arth. W: Brown, Indianapolis, Bobbs-Merrill c. 339 p. D. \$1.25 n.

After a short and unhappy married life, Evelyn Drake, a young widow, returns to New York. An old friend, Roger Clements of Gramercy Park appears. Everything is going well when a certain Miss Harris, a singer, handsome and magnetic, captures the man's heart.

Though Evelyn knows her secret, she cannot tell her old friend he is mistaken in the woman he fancies he loves, and very nearly pays for her loyalty with her happiness.

**Bradshaw, G:** Safety first. N. Y., McGraw-Hill. 130 p. il. 16°, 50 c. n.

**Bromley, H: Aldous.** Outlines of stationery testing. Phil., Lippincott. 74 p. pls. 12°, \$1 n.

**Burke, E. J.** Political economy, designed for use in Catholic colleges, high schools and academies. N. Y., Am. Book Co. c. 16+479 p. D. \$1.40.

By professor of political economy, Fordham University.

**Bynner, Witter.** Tiger. N. Y., Kennerley. c. 48 p. D. 60 c. n.

A powerful drama on the double standard of morality.

**Caine, Hall, i.e., T: H: Hall.** The woman thou gavest me; being the story of Mary O'Neill. Phil., Lippincott. c. '12-'13. 584 p. D. \$1.35 n.

Woven on the theme of the Catholic doctrine of the indissolubility of marriage. A motherless convent-bred girl is married against her will to the profligate and spendthrift, Lord Raan. Discovering his true character she wishes to have the marriage annulled, but rather than give up the dowry Lord Raan consents that she remain his wife in name only. Martin Conrad, an explorer, appears on the scene and, knowing that her husband is unfaithful she again seeks her freedom, only to be told that neither church nor state can give her any redress. She is obliged to flee from the castle; and takes refuge in London, where amid bitter poverty her child is born. Her husband secures a divorce. Conrad returns from the South Pole, finds her, but too late; hardship has broken her constitution, and she has contracted a fatal disease.

**Kemp, Dixon.** Dixon Kemp's manual of yacht and boat sailing and yacht architecture. New and 11th ed., ed. by Brooke Heckstall-Smith and Linton Hope. N. Y., Scribner. 10 p. fold. diagrs. Q. \$12 n.  
Contains 90 folding diagrams.

**Krall, Emil.** The art of tone-production on the violoncello. N. Y., Scribner. 3+84 p. pls. por. D. (Strad. lib.), \$1 n.

An abbreviated exposition of the scientific researches of Dr. F. Steinhausen, an authority on the physiology of bowing. Articles appeared in "The Strad."

**Lee, Fk. T., D.D.** The New Testament period and its leaders, how Christianity was prepared for, inaugurated, emancipated from Judaism, and became universal. Bost., Sherman, French. c. 358 p. O. \$1.35 n.

In the first part, the historical, political, and religious situation at the time of the Advent, together with the actual inauguration of the new faith, historically considered, are set forth. In the second part, the develop



ment of Christianity as it outgrew its Jewish swaddling clothes, and made its way among the Gentiles is traced. Large space is naturally given to Paul's work in this connection. In the closing chapter the grounds for the conviction that Christianity is the final religion are presented.

**Lester, Rev. H. A., and Jennings, Eveline B.** Simple lessons in the life of Our Lord, for scholars of 8-10. N. Y., Longmans. 16+105 p. D. (London diocesan Sunday school manuals), 50 c. n.

"Compiled to help teachers to give definite Church teaching in an interesting and effective manner."

**Lester, Rev. H. A., and Stevenson, Canon Morley, eds.** Sunday schools and religious education; sermons and addresses; with an introd. by the Archbishop of Canterbury. N. Y., Longmans. 8+147 p. D. \$1.20 n.

Book is the result of an inquiry in Sunday-school management and methods instituted at the Lambeth Conference of 1908.

**Lodge, W:** Rules of management, with practical instructions on machine building. N. Y., McGraw-Hill. 139 p. 12°, \$2 n.

**Lohnis, F.** Laboratory methods in agricultural bacteriology; tr. by W: Stevenson and J. Hunter Smith. Phil., Lippincott. 186 p. pls. figs. 12°, \$1.75 n.

**Lucas, Chester L., and Johnson, J. W;** Drop-forging dies and die-sinking. N. Y., Industrial Press. c. 54 p. il. 8° (Machinery's reference ser.), 25 c.

**McKeighan, Alex. H.** Our hour alone; miscellaneous writings and poems. With an introd. by P. W. Gallagher. Yates City, Ill., The author. c. 514 p. (por.) facsim. 8°, \$3.

**McMillan, R. A.** Elementaries, verbals and drawing for marine engineers. Phil., Lippincott. 324 p. il. 8°, \$3.75 n.

**Matthews, Ernest R.** Coast erosion and protection. Phil., Lippincott. 148 p. il. pls. 8°, \$3.50 n.

**Miller, Edm. W.** Monographs on anniversaries and festivals, prepared for the free Public Library of Jersey City. Jersey City, N. J., Free Pub. Lib. of Jersey City. various paging. Q. pap., 50 c.

**Mitra, S. M.** Anglo-Indian studies. N. Y., Longmans. 35+525 p. O. maps., \$3.50 n. "Special feature of the volume is an attempt at the study of Indian psychology with reference to British administrative measures." By the author of Indian problems, Hindupore, etc.

**Murray, Anna F.** Handbook for primary teachers in church and Sunday schools; with foreword by C: Smith Lewis, il. by Eleanor Hillman Barker, Milwaukee, Wis., Young Churchman. c. 12+218 p. il. D. 75 c. n.

Programmes for kindergarten work in the Sunday-school, with advice on organization, equipment, music, etc.

**Newberry Library, Chicago.** Descriptive account of the collection of Chinese, Tibetan, Mongol, and Japanese books in the Newberry Library; by Berthold Laufer. Chic., Newberry Lib. c. 42 p. pls. O. (Pubs.) pap., \$1 n.

**Noble, Marg. E.,** ["Sister Nivedita."] Studies from an Eastern home; with prefatory

memoir by S. R. Ratcliffe, and a portrait. N. Y., Longmans. 42+213 p. D. \$1.20 n. Sketches of Indian life and character by an Irish woman who embraced Vedantism and founded a school for Hindu girls in Calcutta.

**Paine, Ralph Delahaye.** The steam-shovel man; il. by B. J. Rosenmeyer. N. Y., Scribner. c. 212 p. pls. D. \$1 n.

An active, energetic young ball player gets a job after some exciting experiences on the Panama Canal. His adventures there in his regular work, and through his ball playing ability, give a vivid, lively picture of that marvellous undertaking, and of the difficulties and the fun of the men who are working at it.

**Physical Directors' Society of the Young Men's Christian Associations.** Physical work; management and methods, comp. by a special committee of the physical directors' society of the Young Men's Christian association of North America, ed. by G: J. Fisher and Martin I. Foss. N. Y., Assn. Press. c. 6+201 p. il. forms. 12°, \$1.

**Pilgrim Plymouth.** [Plymouth, Mass., A. S. Burbank,] c. pls. obl. 4°, 50 c.

**Porter, Gene Stratton, [Mrs. C: Darwin Porter].** Laddie, a true blue story; il. by Herman Pfeifer. Garden City, N. Y., Doubleday, Page. c. 602 p. D. \$1.35 n.

Told by Laddie's "Little Sister," a dear little girl who adores her big brother and helps him with his love affair with "The Princess," the delightful daughter of a morose and mysterious Englishman. In the course of the story a mystery is solved, the villain exposed, an unjustly accused son is exonerated and the book ends happily to the sound of wedding bells.

**Porter, Florence Collins, and Trask, Helen Brown, eds.** Maine men and women in southern California; a volume regarding the lives of Maine men and women of note and substantial achievement, as well as those of a younger generation whose careers are certain, yet still in the making. Los Angeles, Cal., Kingsley, Mason & Collins Co. c. 144 p. il. (pors.) 4°, \$5.

**Reed, Chester Allyn.** The Theban eagle and other poems. Bost., Sherman, French. c. 189 p. D. \$1.25 n.

**Reichert, E: Tyson, M.D.** The differentiation and specificity of starches in relation to genera, species, etc., stereochemistry applied to protoplasmic processes and products, and as a strictly scientific basis for the classification of plants and animals. In 2 pts. Wash., D. C., Carnegie Inst. 16+342-21; 17-343-900+18 p. pls. diagrs. Q. (Pubs.), \$6.

Method of classification by means of the stereochemic variations in the starch, by Professor of Physiology of the University of Pennsylvania.

**Richardson, A. P., ed.** The influence of accountants' certificates on commercial credit. N. Y., Am. Assn. of Public Accountants, 55 Liberty St. c. 9+99 p. D. 50 c.

Symposium of opinions of more than 800 bankers, an overwhelming majority in favor of the idea of certification of all statements submitted by borrowers.

**Sa'di.** Roses from Sadi's garden; tr. from "The Gulistan" by Celwyn E. Hampton. N. Y., Barse & Hopkins. c. 2+7-71 p. 12°, 75 c.

**Siemens Brothers' Dynamo Works, Ltd.** Electricity in mining. Phil., Lippincott. 202 p. il. 4°, \$3.50 n.



## The Publishers' Weekly

### Subscription Rates

One year, postage prepaid in the United States, \$4.00; foreign, \$5.00.  
Single copies, 10 cents. Educational Number, in leatherette, 50 cents; Christmas Bookshelf, 25 cents.

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One page .....	\$25 00
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Higher rates are charged for the Summer Reading, Educational Number and Christmas Bookshelf, and for the monthly Book Review supplement sections.

Advertising copy should reach us Tuesday noon—earlier if proof is desired out-of-town. Forms close Thursday night.

Under the heading "BOOKS WANTED" book-trade subscribers, under their own names, are given five nonpareil lines (exclusive of address) free advertisement for specific books out of print in any issue except special numbers, but not exceeding 100 lines a year. If over five lines are sent the excess is at 10 cents a line. Books not out of print, unspecified wants, repeated matter, and all advertisements from nonsubscribers cost 10 cents a line. Objectionable books are excluded so far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY, does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

"Books Wanted" must be designated by actual title, not by "any."

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is

not responsible for errors. Parties with whom there is no account must pay in advance.

Under "BOOKS FOR SALE" or for other small undisplayed advertisements, the charge is 10 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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## CLASSIFIED ADVERTISING

One line, \$5; two, \$8; three, \$12; four, \$15 a year.

### BOOK MANUFACTURING

#### COMPLETE BOOK MANUFACTURING

**Braunworth & Co.,** 16 Nassau St., Brooklyn, N. Y.  
Near Brooklyn Bridge.  
Composition, electrotyping, printing and bookbinding. Large and complete facilities for bookmaking. Write for representative to call.  
Consultation invited.

**Burr Printing House,** Frankfort and Jacob Sts., New York. Complete facilities for composition, electrotyping, presswork and binding.

**The Collier Press,** West 13th St., New York. Unsurpassed facilities for composition, electrotyping, printing and binding. Large collection of valuable plates not in active use will be leased to customers. List of plates on request. Premium book work specially solicited. Estimates furnished promptly.

**The De Vinne Press,** 395 Lafayette St., New York.  
Fine Book Work, Illustrated and Plain.  
Privately Printed and Limited Editions.  
Magazines and Catalogues of All Descriptions.  
Electrotypes, Cloth and Pamphlet Binding.

**The Knickerbocker Press,** New Rochelle and West 45th Street, New York (G. P. Putnam's Sons). Extensive and up-to-date facilities for every description of printing, binding and general book-manufacturing.

**The Merrymount Press,** D. B. Updike, 222 Summer St., Boston, undertakes all classes of printing which demand fine types, good presswork, accurate proofreading and tasteful typographic treatment.

**The Norwood Press,** Norwood, Mass.  
J. S. CUSHING Co., Composition and Electro.  
BERWICK & SMITH Co., Presswork.  
E. FLEMING & Co., Binding.

**The Plimpton Press,** Norwood, Mass., New York Office, 70 Fifth Ave. All kinds of Book Printing, Binding in Cloth and Fine Leather. "Perfect Bookmaking in its Entirety."

**Stanhope Press,** F. H. Gilson Company, 54-60 Stanhope St., Boston. Music Books, Mathematical Books, Composition, Electrotyping, Printing and Binding.

**The Trow Press,** 201-213 E. 12th St., New York. Modern machinery and large facilities for complete manufacturing of books and magazines. Composition, electrotyping, presswork and binding all under one roof. Also fine color work and high grade catalogs.

### COMPOSITION—PRESSWORK

**William J. Dornan,** 701 Arch St., Philadelphia, Pa. Monotype typesetting. Long experience in medical, chemical and mathematical work. Modern pressroom. Color work. Private Library Catalogs.

**COMPOSITION AND PRESSWORK—Continued**

**William G. Hewitt**, 61-67 Navy St., Brooklyn, N.Y. Manufacturer of books, catalogs and magazines at the best competitive prices. Composition, electrotyping, stereotyping, presswork and pamphlet binding.

**International Typesetting Company**, International Building, Baltimore, Md. Composition (Modern Languages), Book Plates, Electrotyping.

**O. H. Simonds & Co.**, 297 Congress St., Boston. Book Composition, Linotype, Monotype. Flat-bed and Perfecting Presswork. Large facilities.

**CLOTH AND LEATHER BINDING**

**The American Book Bindery**, Office, 265 Cherry St., New York. Editions bound in cloth and leather. Capacity, 20,000 books daily.

**Braunworth & Co.**, 16 Nassau St., Brooklyn, N. Y., Near Brooklyn Bridge. Cloth and Leather Binding in all branches. Careful attention to detail. Special methods for promptly handling large editions. Write and our representative will call.

**The Butler Ward Company**, 34 Hubert Street, New York. Cloth and leather edition work.

**Thomas Y. Crowell Co.**, 426-428 West Broadway, New York. Crowell-Quality bindings. We have been learning something about the art and practice of bookbinding for the last seventy-nine years. Let us place it at your service.

**Eugene C. Lewis Company**, 214-218 William St., New York. Cloth, Leather, Edition and Catalog Binding. Also high-class pamphlet work.

**George McKibbin & Son**, Leather and Cloth Edition Binding; also Flexible Work. Bush Terminal, 3d Avenue, 33d to 34th Streets, Brooklyn Borough, New York City.

**Pfister Book Binding Co.**, 141-145 East 25th St., New York. Cloth and leather edition work, and job bookbinding.

**J. F. Tapley Co.**, 531-535 West 37th St., New York. Complete Edition bindery for cloth and leather work. No order too large or too complicated for us—"Taplex" Bindings.

**The Trow Press**, 201-213 E. 12th St., New York. Unexcelled facilities for large editions of cloth, leather and pamphlet binding. All under one roof.

**H. Wolff**, 518-534 West 26th Street, New York. Extensive and modern facilities for every description of perfect Book Making in its entirety, done in our fireproof building.

**EXTRA BINDING FOR THE TRADE**

**Henry Blackwell**, 10th Street and University Place, New York. Plain and artistic Bookbinding in all varieties of leather, singly or in quantities.

**Ernst Hertsberg & Sons**, 64 West Randolph St., Chicago. Hand-made books. Best equipped bindery in country. Newest designs, restoring, inlaying, etc. Prices reasonable. Gold medal, St. Louis, 1904.

**The Knekerbocker Press**, New Rochelle and 2 West 45th Street, New York (G. P. Putnam's Sons). Highest grades of extra binding in Levant, Morocco and Calif.

**James Macdonald**, 132 West 27th St., New York. Finest equipped bindery in America. Purchaser of the entire "Club Bindery." Levant, morocco, calf, and other leather bindings. Solander cases a specialty.

**Stikeman & Co.**, 110-114 West 32d St., New York. All styles of binding in leather, single volume or in quantities. Mending, inlaying, etc. Cases for rare editions.

**EXTRA BINDING FOR THE TRADE—Continued**

**The Trow Press**, 201-213 E. 12th St., New York. A large staff of expert and experienced craftsmen who have an artistic sense as well as mechanical ability. No better extra binding is produced than is done here.

**BOOKBINDERS' CLOTHS**

**Becker Supply Co.**, 24-26 East 13th St., New York. Importers and dealers of fine extra cloth and selling agents for the New Crown Bindings.

**Fab-rik-o-na Mills**, Bloomfield, New Jersey. Manufacturers of Wiboco Book Cloths. Sample books furnished on request. H. H. Wiggin's Sons Co.

**The Holliston Mills**, of Norwood, Mass., manufacturers of fine book cloths in all styles, colors and patterns. New York office, No. 67 Fifth Avenue. Sample books furnished.

**PAPER MANUFACTURERS**

**The Wanaque River Paper Co.**, 290 Broadway, New York City. Manufacturers of Supatone, also Super and M. F. Book Papers.

**DIE CUTTERS AND ENGRAVERS**

**Becker Bros. Engraving Co.**, 26 East 13th St., New York. Fully equipped for artistic designing and die cutting. Established 1880.

**G. A. Hoffmann**, 73 4th Ave., New York. Stamps for book covers. Tools and rolls for Bookbinders, brass type.

**HALF-TONE AND OTHER PLATES**

**The Hagopian Photo-Engraving Co.**, 39 East 20th St., New York. Pioneers in the development of photo-engraved plates.

**COLOR PROCESS PLATES**

**Gatchel & Manning** (Estab. 1889) Philadelphia. DESIGNERS ILLUSTRATORS ENGRAVERS in one or more colors, for Publishers and Printers.

**MAP SPECIALISTS**

**C. S. Hammond & Co.**, Sales Depart., 30 Church St.; Offices and Works, 22 Thames St., N. Y. Map specialists. Engraving, printing and mounting.

**INDEXING**

**C. H. Denison's Index**, also flat indexing and gold lettering. D. T. S. DENISON, 152 E. 23d St., N.Y.

**BOOK TRADE SPECIALTIES****RARE BOOKS AND AUTOGRAPHS**

**Autograph Letters of Celebrities Bought and Sold.** Send for price lists. Walter R. Benjamin, 225 Fifth Ave., New York. Pub. "The Collector," \$1 a year. (Established 1887.)

**Dodd & Livingston**, Fourth Ave. and 30th St., N.Y. City. Dealers in Rare Books, Autograph Letters, Manuscripts. Correspondence Invited.

**Ludwig Rosenthal's Antiquarian Bookstore**, Hildegardestrasse 14, Munich, Germany. Enquiries solicited.

**P. F. Madigan**, 501 5th Ave., New York. Established 1885. Autograph Letters Bought. Highest price offered for letters of famous people.

**MAGAZINES—BY SUBSCRIPTION**

**Crowley the Magazine Man, Inc.**, 3291 3d Ave., N. Y. City. Wholesale only. Price Book on request



## MAGAZINES—BACK NUMBERS

American Magazine Exchange, St. Louis, Mo.

Back Numbers of Magazines supplied by HENRI GERARD, 83 Nassau St., New York.

The Boston Book Co., Boston, Mass. Complete files and back volumes of magazines.

Back vols. and nos. of magazines supplied. PHILADELPHIA MAGAZINE DEPOT, 326 N. 10th St., Philadelphia, Pa.

A. S. Clark, Peekskill, N. Y. "Out of print" Books and Pamphlets. Magazines, both common and scarce.

The Cut Rate Book Co., 113 W. 7th St., Cin., O.

## FOREIGN AND SPECIAL BOOKS

International News Co., 83 and 85 Duane St., New York. Importers of Foreign Publications.

William R. Jenkins Co., Sixth Ave., 48th St., New York. French, German, Italian, Spanish and other foreign books. Veterinary publications and books on riding and driving.

Lemcke & Buechner, 32 West 27th St., New York. All foreign books and periodicals.

Schoenhof Book Co., Boston, Mass. Foreign Books of all descriptions. Tauchnitz Coll. Catalogues.

F. C. Stechert Co., Inc., 29-35 West 32d St., New York. Domestic and foreign books and periodicals.

G. E. Stechert & Co., 151-155 West 25th St., New York. Importers of Books and Periodicals.

E. Steiger & Co., 49 Murray St., N. Y., carry the largest stock of German publications in all departments. Books for learning 250 languages. Prompt importation of books and periodicals from all countries.

## DIARIES

B. W. Huebsch, 225 Fifth Ave., New York. Annual and Perpetual Year Books. A popular diary.

## KINDERGARTEN AND SCHOOL SUPPLIES

E. Steiger & Co., New York, manufacture the largest line of Kindergarten Supplies and Constructive Material for Manual Training. Catalog gratis.

## MAPS, GLOBES AND ATLASES

C. W. Bardeen, Syracuse, N. Y. Maps, Globes and Historical Charts. Largest list, liberal discounts, prompt delivery. Send your wants.

C. S. Hammond & Co., 30 Church St., N. Y. Atlases, School Maps, State Maps, Road Maps, Globes.

## SHORTHAND AND TYPEWRITING BOOKS

Phonographic Institute Co., Cincinnati, O. Publishers of the Benn Pitman System.

Isaac Pitman & Sons, 2 West 45th St., New York.

## STATIONERY NOVELTIES

William J. Burkhardt, 165 Danforth Ave., Jersey City. Unique Holiday Novelties, Die Stamped Christmas Cards, Post Cards, Calendars, Pen-wipers.

## TRADE LISTS, FAC-SIMILES, ETC.

The Trow Directories and Trade Lists, 202 E. 12th St., New York. Lists of all businesses and professions in U. S., Canada, and Foreign. Fac-simile letters, folding, addressing and mailing.

## DIRECTORIES FOR THE BOOK TRADE

Directory of Booksellers in U. S. and Canada; Directory of 1,500 of the best Public Libraries in U. S. and Canada, with name of librarian; list of 1,300 Private Collectors of Books, together in one vol., \$5.00. PUBLISHERS' WEEKLY, 141 East 25th Street, N. Y.

## BOOKS WANTED

American Baptist Pub. Society, 514 N. Grand Ave., St. Louis, Mo.

Climbing Fool's Hill, by Dr. Gambrill.

American Press Co., Baltimore, Md.

McGuffey's 3d Reader, ed. about 40 years ago. History of 78th Regiment Ohio Infantry, by Rev. T. M. Stevenson, Zanesville, O., 1865.

Antlers Bookshop, 322 Royal St., New Orleans, La. Ballou, Notable Thoughts About Women. Downes, Logarithms and Logarithmic Sines, etc. Fowler, Science of Life.

D. Appleton & Co., 29-35 W. 32d St., New York. Hoyt Family Genealogy, by Daniel Webster Hoyt, pub. privately at Providence, R. I., 1873.

H. E. Barker, 419 Adams St., Springfield, Ill. Cost of Something for Nothing, Altgeld. Oratory, by Altgeld. George, Progress and Poverty, Appleton ed. Barnes, Notes on Revelation. Battle in the Smoke. Herndon's Life of Lincoln, 3 vols.

C. H. Barr, Lancaster, Pa.

Silvio, Pellico's, My Prisons. Prairie Bird, C. A. Murray. The Crown of Success, by A. L. O. E. The Flag of Our Union, 1846 to 1852. New York Clipper from 1863 to 1872. Any old time minstrel bills.

N. J. Bartlett & Co., 28 Cornhill, Boston, Mass. Chapters on Erie. Nuttall's Land Birds. Chaucer's works, 6 vols., Pickering. Wilson, Bonaparte's Birds, 3 vols., 1832.

Henry H. Beidelman, 585 Park Place, Brooklyn. Howard, Mosquitoes. Johnston, Poets and Poetry of Buffalo. Schloessinger, Reform, Judaism and Zionism. Talbot, How to Make Pottery.

Bell Book & Stationery Co., 914 E. Main St., Richmond, Va.

Evans, Oliver, Treatise on Hydraulics.

Matthew Bender & Co., 511-513 Broadway, Albany, N. Y.

Trial for Impeachment of David M. Furches and Robert M. Douglas, 1901. Any trial for impeachment in the State of New York.

J. C. Bethel, 442 The Arcade, Cleveland, O. [Cash.]

Ayer's Newspaper Directory, 1912 or 1913. Books or articles on retail credits.

Bowling Green Book Shop, 81 New St., New York.

Snowden, Confederate Books. Lanier, Poems, Phila., 1877. Davidson, The Living Writers of the South. Chas. L. Bowman & Co., 225 5th Ave., New York. Sun-Dials and Roses of Yesterday, by Earle.

S. B. Bradt, 234 W. 63d St., Chicago, Ill.

McCant, Stewart, Liberia. Heard, Bright Side of African Life. Gurley, Govt. Report on Liberia, 1850. Bowen, West Africa.

Brentano's, 5th Ave. and 27th St., New York.

Morgan's Macaronic Poetry. Jerman's American Almanac (any year). Reitslap's Armorial General. Morton's Horse Breaking. Kerr's Horsemanship. Gribble's Geo. Sand and Her Lovers. Hopkin's Women Napoleon Loved. Malet's Little Peter. Ouida's Wanda. Masfield's Spanish Main. Tolstoi, The Man and His Message. Le Gallienne's Young Lives. Sullivan's New Ireland. Wardell's One Purple Week and Then. Howell's Parting and Meeting.



## BOOKS WANTED—Continued.

## Brentano's—Continued.

Lessons from Greek Pottery.  
 Clarke's High Class Cookery.  
 Wright's Dict. of Obsolete English.  
 Hopkin's Review of Slavery.  
 Huish's Greek Terra Statuettes.  
 Robert's Mexican War Veterans.  
 Whose Soul Have I Now.  
 Dr. Hugnet, by Donnolly.  
 With Shafter in Cuba, by Wiley.  
 The Third Circle, by Norris.  
 Malthus on Population.  
 Left to Themselves, by Stevenson.  
 Pompeii, by Man.  
 Pompeii, its Destruction and Rediscovery, by Sir Wm. Gell and others.  
 Plea for a Spoken Language, by Murdock.  
 The Great Divide, by Moody.  
 Nervous and Mental Diseases, by H. F. Patrick and P. Bassol.  
 Colonial Families of the United States, by Mackenzie.

Brentano's, F and 12th St., Washington, D. C.  
 Simpson, Narrative of Journey Around the World.  
 Kane, Wanderings of an Artist.  
 Reports of Palliser Expedition, 1858.  
 Further reports of Palliser Expedition.  
 Palliser, Journal of Explorations in British N. A.  
 Milton & Cheodle, N. W. Passage by Land.  
 Wright, Perfect Garden.  
 Nystrom's Mechanics, rev. by Grimshaw.  
 C. A. Brewster, New Grub Street.  
 De Lacy, History of Arizona.  
 Gunter, Florida Enchantment.  
 Donnelly, Jesus Delaney.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Letters from G. G.  
 Law of Suggestion, Krebs.  
 Richard, Dictionnaire Elementaire de Botanique, par Buillard, rev. et re. par Richard.  
 Snyder, A., Hints on Drawing.  
 Stainer, L. H., Synopsis of General contained in Wood's Class Book, according to the Linnaean System, 1857.  
 Thinker, Theodore, First Lessons in Botany, N. Y., 1846.  
 Thomas, M. A., A Lab. Manual of Plant Histology, 1894.  
 Withering, Dr., Botanical Arrangements, 1776.

W. H. Broomhall & Co., Stockport, O.

U. S. Speller.  
 Manual of British Birds, Saunders.  
 Bulletin of Cooper Ornithological Club, vol. 1.  
 Any books by Bradford Torrey.

Bryant & Douglas, 922 Grand Ave., Kansas City, Mo.

Brain Message from Mars.

Burrows Bros. Co., 633-639 Euclid Ave., Cleveland.

Andrews, S. P., Science of Society, C. 1851.  
 Hoyt, Wards, Cy. Quotations.  
 Ogleboy's Side Lights on History.  
 Ogleboy's Vindication of South.  
 Gilbert's Dancing, C. 1893, large book.  
 Diary Sam'l Newton.  
 Dwight's Life Jonathan Edwards, 2 copies.  
 Brownell's Spark from the Gavel, Masonic.  
 Reinold's Modern Calculator.  
 Carroll's Rhyme and Reason, old. ed., illus.  
 Ruxton, Adventures in Mex. and Rocky Mts.  
 Abbott, The Other Room.  
 Research Meth. in Ecology, Univ. Pub. Co., Lincoln, Neb.  
 Greene Ferne Farm, Rich Jefferies.  
 Hamerton's Etchers and Etchings.  
 Dicken's works, National ed., 40 vols., 8vo, 1906.  
 Quiller-Couch's A Fowney Garland, 1899.  
 Zury, by Kirkland. H. M. & Co.  
 Walpole's Letters, cheap set.  
 Bates, Ohio Statutes, 1st ed., cheap set.  
 Michael Banim, The Nowlands, pub. in Dublin, Ireland.

Campion & Co., 1316 Walnut St., Philadelphia, Pa.  
 Hoffman's Weird Tales.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.

Depew, Library of Oratory, vol. 11, 1/2 red mor.

W. G. Chapman, 1325 First Nat'l Bank Bldg., Chicago, Ill.

The Sportsman's Primer, by Norman Crowell.  
 The Clients of Randolph Mason, by M. D. Post.  
 In Borrowed Plumes, by W. W. Jacobs.  
 A Bunch of Grapes, by Gouverneur Morris.  
 Jim Rickey's Monologues, by C. D. Hagerty.

Chapman's Bookstore, 190 Peel St., Montreal, Can.

Mamelons and Ungava, Murray.

Nibelungen Lied, Cobb.

Statesman's Year Book, London, 1908.

Church & McCully, Jefferson, Ia.

Fergy the Guide, N. Y., Canfield.

Nineteenth Century Writers, by Lord.

A. H. Clark Co., Caxton Bldg., Cleveland, O.

Revolutionary War, anything on.

Tarleton, History of the Campaigns of 1780-1781, 4to, 1787.

Smith, Joseph, Jr., anything on.

Cambridge, Modern History, set.

Encyclopedia Britannica, last ed.

South Amer., C. Amer., W. I., any local govt. reports, local laws, local newspapers, etc.

Birds of Pa., ref. to food habits.

Butler, J. D., Butleriana, Geneal., etc.

Boller, H. A., Life Among Indians.

Dowson, Birds of Ohio.

Dana, J. J., Memor. of Des. of R. Dana.

Herndon, W. H., Abraham Lincoln, 2 vols.

Pike, Z., Life by Whiting.

Boston Cooking School, vols. 1-3.

John Clark Co., Quinby Bldg., Cleveland, O.

Century Cyclopedia of Names.

Cambridge Modern History.

Disciples of Christ; any early publications of or relating to; including biographies, sermons, etc.

Diamonds and Precious Stones; anything relating to.

Encyclopedia Britannica, last ed., not India paper.

Franchere, Narrative of Voyage to N. W. Coast, 1854.

Lippincott's Biographical Dictionary.

Montalembert, Monks of the West.

Milennial Harbinger for 1863.

Sill, E. R., Poems.

Smith, Geo. A., Life of Henry Drummond.

Whipple, Bishop, Lights and Shadows of a Long Episcopate.

Allibone's Dictionary of Authors, supplement only.

American Catalog, 1906 to date.

Allcott's Produce Tables, Rochester, 1831.

American Bookprices Current, 1911-1913.

Bigelow, Chas., Questions and Answers Relating to the Town of Grafton, Mass. Worcester, 1831.

Grovesnor, Scenes from Every Land, 1st and 2d series.

Grafton, Mass., Map of, about 1830.

Howe, Elijah F., Historical Oration, Grafton, Mass., 1876.

Keyes, E. D., Fifty Years' Observations of Men and Events.

Moore, The Rebellion Record.

Richardson, Beyond the Mississippi.

Sedgwick, Maj. Gen. John, Correspondence, ed. by Stoeckel.

U. S. Catalog, Books in Print, 1912.

Velasquez, Spanish-English Dictionary.

Wis. Hist. Society's Collections, complete set; also collections of any other State hist. soc.

W. B. Clarke Co., 26-28 Tremont St., Boston, Mass.

Our Neighbors, Ian McLaren.

Lords and Ladies, Julia Stretton.

Cardigan, by Chambers.

Ten Years' Captivity in Mahdis Camp, by Don Jos. Ohrwaldi.

Eliza Buckminster's Memoirs of Rev. Jos. Buckminster, D. D., and of his son, by Rev. Jos. Stephen Buckminster.

Cole Book Co., 85 Whitehall St., Atlanta, Ga.

History of Western Maryland, by Scharf.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

History of the Bible, Smythe.

Mysteries Unveiled, Redding.

"There She Blows."

## BOOKS WANTED—Continued

Colonial Society, Box 343, Richmond, Va.  
[Cash.]

Brown, Genesis of U. S., odd vols.  
Corks and Curls, odd vols.  
Hotchkiss, The Virginias.  
Lucas, Life of John Y. Bell.

Conder's Bookstore, 251 5th Ave., New York.

Codrington, Melanesian Studies.  
Armstrong Insurance Report, 7 vols., 2d hand.  
Massey's Ancient Egypt the Light of the World.  
Butler's Solar Biology, 2d hand.  
Matthews on Bookbinding, Grolier Club.  
Life of Pasteur.  
Doves Press Bible.  
Bierstadt's Library of Robert Hoe.  
Books on Bookbinding.  
Books bound by women binders.

Co-operative Press, Charlotte, N. C.

Ingersoll's Works, 12 vols.  
Encyclopedia Britannica, latest ed.  
Wilson's History of American People, 5 vols.  
Grove's Dictionary of Music, 5 vols.  
Stevenson's Works, Scribner ed.  
Stoddard Lectures, 15 vols.  
Schopenhauer's Works.

Cossitt Library, Memphis, Tenn.

Weltner, Telepathy and Thought Transference.  
Encyclopedia Britannica, 12th ed.  
Kennedy, Joscelyn Cheshire.  
Kennedy, Wooing of Judith.

G. P. Cox, 17 W. 125th St., New York.

A. S. Roe's books.  
Rangers' books.  
Locke, Amsden.

Cromarty Law Book Co., 1112 Chestnut St.,  
Philadelphia, Pa.  
Havelock Ellis, Erotic Symbolism.

R. W. Crothers, 122 E. 19th St., New York.  
[Cash.]

Ottolengin's Artist in Crime.  
Ottolengin's Crime of the Century.  
Ottolengin's The Final Proof.

Cut-Rate Book Co., 20 E. 7th Ave., Cincinnati, O.  
Engineering, Nov., Dec., 1911; Jan., March, 1912.  
Missionary Rev., Feb., April, '02; Feb., '03; Aug.,  
Sept., '05; Dec., '12.  
Arena, March, April, 1901.

Denver Dry Goods Co., 16th and California Sts.,  
Denver, Colo.

Woman of the West, by Whiston.  
Fairy Tales, Their Origin and Meaning, by Bunce.  
Detroit Book Shop, 255 Antoine St., Detroit, Mich.  
Volney's Ruins.

E. F. Dillingham, Bangor, Me.

Poole's Index, vols. 2, 3, 4, 6.  
Maxwell's Encyclo. of Municipal and Sanitary Engi-  
neering.  
Mawson's Civic Art.  
Cyclo. of Fire Prevention and Insurance.  
Page's Law of Taxation by Local and Special Assess-  
ments.

Dives, Pomeroy & Stewart, Reading, Pa.

The Inheritance Incorruptible, by J. E. Fletcher,  
pub. by Reid Pub. Co. 5.

Dixie Book Shop, 41 Liberty St., New York.  
Poor's Manual, 1868-69.

N. Y. Stock Exchange Listings, any vols.  
Accounts of Executors and Trustees, Hardcastle.

Chas. H. Dressel, 552 Broad St., Newark, N. J.  
[Cash.]

The Romance of Life Insurance, by Wm. G. Graham.

H. & W. B. Drew Co., Jacksonville, Fla.

Ridpath's History of the World.  
Homer Lea's works.

E. P. Dutton & Co., 681 5th Ave., New York.

Romances of French Revolution.  
Flight of Marie Antoinette.  
Badeau, Military History U. S. Grant, 3 vols.  
Inheritance.  
Draytons and Davenants.

E. Q., 1504 Baronne St., New Orleans, La.

Vie Politique et Militaire de Napoleon, by A. V.  
Arnault, 120 plates after the first painters of the  
French school. 2 vols. of 30 parts. Emile Babeuf,  
Paris, 1822.

Voyage Pittoresque Anteur du Monde; natives of  
America, Asia, etc., and natural history pictures by  
M. Louis Choris. Description by M. Le Baron  
Cuvier and M. H. de Camisso, and notes on the  
human skull by M. le Docteur Gall. Imprimerie  
de Firmin Didot, Paris, 1822. Make offer.

W. C. Edwards, Sibley Block, Rochester, N. Y.

Michie, Life Gen. Emory S. Upton.

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more, Md.

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Butler, How to Study Life of Christ.

Paul Elder & Co., 239 Grant Ave., San Francisco.

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Holden with the Cords, by Jay.

Three Lives, by G. Stein.

Wood Preserving and Treating Cross Ties, S. Rowe.

Personality from beginning to vol. 4, No. 5.

Buck, Cosmic Conciseness.

H. W. Fisher & Co., 1629 Chestnut St., Phila., Pa.

Macaulay's History of England, Longmans, 1868.

Gibbon's Rome, Murray, 1845.

Meditations in Motley, by W. B. Hart. Arena.

Diary of Lost One, by Bohme. Hudson Press.

The Yoke, by H. Wales.

Dr. S. Weir Mitchell's Poems, early vols.

Paul Ferdinando, 11 rue de Chateaudun, Paris,  
France.

Novels pub. by Geo. Thompson ("Greenhorn"), N.  
Y., about 1850.

P. K. Foley, 14 Beacon St., Boston, Mass.

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Burroughs, Walt Whitman, 1867, '71, '96.

Hearn, Chinese Ghosts, Boston, 1887.

Hearn, Stray Leaves, 1884.

Matthews, Ballads of Books, N. Y., 1887.

Artemus Ward, His Book, 1862; In London, 1867;

Sandwiches, 1870; Betsey Ward: Her Book, 1866.

Carey, Josephine Gallery, 1859.

Christmas Tales, Boston, 1827.

Dunlap Society, Players of the Present, pt. 3.

Dickens, Harper's Household ed., Curiosity Shop,

Dombey, Christmas Stories.

Hayes, Daniel, Long Journey, etc., Portland, 1876.

Horse Car Poetry, Carleton, 1876.

King, T. Starr, In Memoriam, 1864.

Bartlett, J. R., Personal Narrative, 1854, vol. 1.

Hatthorne, Twice-told Tales, 1842, vol. 1.

Longfellow, Christus, vol. 1, 2 (state color); Divine

Comedy, vol. 3.

Belknap's Hist. of N. H., vol. 1, 2, 1748-91.

Catlin, Indians, N. Y., 1842, vol. 1.

Cooper, Precaution, 1820, vol. 1, 2; Spy, 1821, vol. 1,

2; Pioneers, 1823, vol. 2; Pilot, 1823, vol. 2; Lin-

coln, 1825, vol. 1; Mohicans, 1826, vol. 1; Prairie,

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1; Redskins, 1846, vol. 1, 2; Crater, 1847, vol. 2;

Jack Tier, 1848, vol. 1, 2; Oak Openings, 1848,

vol. 2; Sea Lions, 1849, vol. 2; Chainbearer, 1845,

vol. 1, 2; Ned Myers, 1843.

Federalist, 1788, vol. 1; 1802, vol. 1; 1810, vol. 2.

Gourley, Upper Canada, vol. 3, bds.

Graydon, Forms, etc. Harrisburg, 1819, vol. 2.

Gregg, Commerce of the Prairies, 1845, vol. 2.

Hall, Sketches of the West, 1835, vol. 1.

Howison, Hist. of Va., Phila., 1846, vol. 2.

Jones, J. B., Wild Western Scenes, No. 4, or all.

Lowell, Works, L. P., vol. 5, 6, 7, 8, 9, 10.

Mayer, Mexico, 1853, vol. 2.



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 Poe, Tales, 1840, vol. 1.  
 Putnam, Books and Their Makers, vol. 2.  
 Sabine, Loyalists, Boston, 1864, vol. 1, 8vo, cloth.  
 Schultz, C., Travels, vol. 1.  
 Squier, Nicaragua, 1852, vol. 1, cloth.  
 Stone, W. L., Tales, N. Y., 1834, vol. 1.  
 Taylor, El Dorado, 1850, vol. 1.  
 Theller, Canada, Phila., 1841, vol. 1.  
 Thompson, Green Mountain Boys, 1839, vol. 2.  
 Thompson, Long Island, 1843, vol. 1.  
 Thornton, Oregon, 1849, vol. 1.  
 Verreau, Invasion du Canada, 1871, vol. 1.

## Gustav Fock, G. m. b. H., Leipzig, Germany.

American Journal of Anatomy, 1 to 12.  
 Modern Language Notes, 1886, No. 1912.  
 Columbia University Studies in English, 1902 to 1912.  
 American Journal of Archaeology, series 2, vols. 7 to 16.  
 Chemical Philology, 1906 to 1912.  
 Atlantic Reporter, vols. 1 to 34.  
 Anales de Academia de ciencias, etc., de la Habana, vols. 1 to 44.  
 American Banker, vols. 1 to 68.  
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 Wheeler, Surv. 100th Merid., vols. 2, 4, 5.  
 Indiana Geol. Surv., annual reports, 12th, '82; 18th, '93; 20th, '95; 26th, 1901; 27th, '02; 28th, '03.  
 Cox's View Fruit Trees, 1817.  
 Watson, Sportsman's Paradise in Can., 1888.  
 Lanman, Tour Saguenay River.  
 Hovey's Mag. of Horticulture.  
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Fifth. Rep. U. S. Entomological Commission.  
 House Miss. Documents, 1st session, 51st Congr., 1889-90, vol. 41.  
 Bulletin Geological Survey Louisiana.

## C. Gerhardt &amp; Co., 20 Nassau St., New York.

Hearn, Two Years in French West Indies, N. Y., 1890.  
 Hearn, Out of the East, Boston, 1895.  
 Hearn, Kokoro, Boston, 1896.  
 Hearn, In Ghostly Japan, Boston, 1899.  
 Henry, O., Heart of the West, N. Y., 1907.  
 Henry, O., Cabbages and Kings, N. Y., 1904.  
 Moore, Memoirs of My Dead Life, London, 1906.

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Scribner's Magazine, Sept., 1887.  
 Century Magazine, Aug., Oct., 1886; Jan., Feb., March, April, 1887; Nov., Dec., 1888; Feb., 1889; Jan., July, 1891; Jan., Feb., March, April, 1892; Jan., Feb., March, April, Nov., Dec., 1890.  
 Harper's Magazine, Dec., 1884; Jan., March, 1885; Dec., 1887; Sept., 1888; Dec., 1890; Feb., March, July, 1891.  
 Princeton Review, Nov., 1878.

John Highlands, 116 N. 11th St., Philadelphia, Pa.  
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France and Amer. Revolution, Perkins.  
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**Johnson's Bookstore, 391 Main St., Springfield, Mass.**  
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Early Georgian Period, 9 vols., pub. by Amer. Architect & Bldg. News Co.  
Jowett's Sermon, Macmillan, 1895.  
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*Medical Review of Reviews*, vol. 18, Nos. 3, 5, 7, 8, 9, 11, 12; vol. 19, No. 1.  
Books by Zola.  
Oleson, Secret Nostrums and Systems.  
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Circs. Div. of Chemistry, U. S. Dept. Agr., Nos. 5, 6, 8, 11.  
*Dyestuffs*, pub. W. J. Matheson & Co., Ltd., vol. 1, Nos. 7, 10, 12, 1898; vol. 4, No. 4, 1901.  
*Journ. Physical Chemistry*, vol. 1, No. 4, 1897.  
*Electrochemical Industry*, vol. 1, Nos. 4, 5, 6.  
*Journ. Elisha Mitchell Scientific Society*, vols. 2, 3, 5, part 1, 6, part 1.  
**Little, Brown & Co., 34 Beacon St., Boston, Mass.**  
Bennett on Lis Pendens.  
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Tyman, K., Peggy, the Daughter.  
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Wilde's Intentions, N. Y., 1891.  
Wilde's Lord Arthur Savile, N. Y., 1891.  
Wilde's Dorian Gray, Arrow Library, 1901.  
Wilde's Poems and Lecture, N. Y., folio, 1882.  
Wilde's early American eds.  
**E. T. Mathes Book Co., Bellingham, Wash.**  
New International Encyclopedia, cloth, latest ed., with year books to date; describe condition and date of revision.  
Encyclopedia Britannica, 11th ed., ordinary paper, cloth, describe.  
Green, History of English People, Harper ed.; also cheaper ed.  
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Sanderson's 1000 Years of History.  
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U. S. Catalog, 1912.  
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Norwalk, Conn., Hall's History of.

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Robinson's Elem. Law.  
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Books on Magic, 1659-1897.  
Logarithms, Brower, Hays & Co., 1848.

**Old Corner Book Store, Springfield, Mass.**  
Larned's History Ready Reference. vol. 7 only,  
sheep.

**Ontario Legislative Library, Toronto, Canada.**  
Lambert's Travels Through Canada and U. S., 1st or  
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Ingersoll, Life, etc., by Smith (2).

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Chicago imprints prior to 1871.  
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American Railways as Investments. by Snyder.

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Alfriend, Jefferson Davis. 1868.  
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Badean, Military History of the Civil War. 1868-81.  
Barnard, Peninsular Campaign, 1864.  
Barnes. History of the 39th Congress, 1868.  
Binney. Privilege of the Writ of Habeas Corpus,  
1865.  
Borlee, Memories of the Confederate War for Inde-  
pendence, 1866.  
Boynton, History of the Navy during the Rebellion,  
1868.  
Campbell, Reminiscences and Documents of the Civil  
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Day, Down South, 1862.  
Draper, History of the Civil War, 1867.  
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